

## B. A. BLENNER ADDRESSES AUTOMOTIVE TRADE BODY

Association Holds Regular Monthly Dinner at Aquavista.

TELLS HISTORY OF SOCIETY

Asserts Organization Saved Dealers' Interests of Cars Thousands of Dollars by Having Bills Defeated in Last General Assembly.

B. A. Blenner, in an address at a dinner of the Richmond Automotive Trade Association at their regular meeting held at Aquavista, said:

"I have been selected to address you tonight on the following subject: 'Why I Should Be a Member of the Richmond Automotive Trade Association,' and the benefits derived therefrom.

"My first thought on the subject was organization, unity and friendship; these, to my mind, are the three most essential things in any business. You all know the old adage, 'United we stand, divided we fall.' If it were not for our social, business, fraternal and political organizations, this world would be one big conglomeration of selfishness. Is there anything more distasteful than a mean, selfish man or woman?

"Friendship in business creates fellowship. The first ten years that I was engaged in the automobile business, there was no association, and it appeared to me that every dealer who was engaged in this business was not inclined to be friendly with any other. They would see how many faults they could find with the cars you handled, and would not hesitate to inform the prospective buyer of all these faults, and get the general public to lose confidence in both the dealers and the cars they were handling.

"We finally got together and in December, 1912, organized the Richmond Automotive Dealers' Association. The officers of which were: B. A. Blenner, president; M. R. Lloyd, vice-president; M. R. Lloyd, secretary; and H. B. Alpert, treasurer. Out of the members of the first automobile association, only three remained who are members of this association. They are: James H. Motor Company, John H. Aisop and B. A. Blenner.

"After organizing this first automobile association we put on the first auto show, which was a grand success. If it had not been for the fact that we were not inclined to be friendly with any other dealer, the association soon went by the board, and we did not have another show until the present association was organized.

"I urge more members. If for no other reason, this alone would be sufficient for you to be a member. By being a member you identify yourself with a strong body of men who will always be ready to speak favorably of you and be more inclined to boost you than to knock you. In other words, you never really know men until you associate with them. To my mind, it is more important to the men engaged in the automobile trade to belong to the R. A. T. A. than it is to belong to any other association or club. What other club of association in Richmond offers you as much for your money as the R. A. T. A.?

"I do not believe that one-half of us appreciate the asset we have in this organization. Almost every club or association you belong to you have a liability.

"The benefits derived by an organized body could not be accumulated single-handed. This organization at the time of its organization had bills defeated and hundreds of cars hundreds of thousands of dollars in taxes and the repossessing of cars and cars. I was benefited by the revision of one of these bills by being able to retain a car that was worth hundreds of dollars, and I could enumerate many other benefits that could be derived by being members of this organization.

"The being loyal to this organization and living up to our code of ethics we can become a great power not only in this city, but in the State, and could wield such influence with the motor industry connected with the motor industry would feel that they could not be successful without the approval of this association.

## LONDON PHYSICIANS FALL ON LEAN TIMES

Fashionable Doctors Say Practices Have Dropped Almost to 'Vanishing Point.'

[By Associated Press.]

LONDON, Dec. 24.—Physicians and surgeons have fallen upon lean times, and complaints of declining practice are widespread. The other day a doctor from the fashionable Harley Street district was sued in the courts for a small sum, but which he declared he was unable to pay because his practice had "dropped almost to the vanishing point."

Fashionable doctors say that in many ordinary practitioners have had wartime experience with emergency cases that in thousands of instances, they now do their own operating, instead of sending their patients to specialists. Another reason is that many formerly well-to-do people who would in stress circumstances have consulted a prominent physician, now go to hospitals where they obtain treatment at much lower cost. Others say that women now prefer to be attended by doctors of their own sex and that psychoanalysis and various forms of faith healing account for the falling off in the number of patients.

Storm Fatalities Increase to Nine. MEMPHIS, TENN., Dec. 24.—Nine persons killed, one white man and eight negroes, more than a score injured and property damage estimated at \$200,000 was the known toll today of a windstorm, which late yesterday swept through half a dozen farming settlements in Crittendon County, Ark., across the Mississippi River from this city. The storm apparently spent its force in the village of Clarkdale, where a brick store building, in which approximately fifty negro farm hands had taken refuge, was wrecked.

## QUAINT CUSTOMS PREVAIL IN OTHER LANDS AT CHRISTMAS

Santa Claus, Who Furnishes Good Things to Rich and Poor Alike and Who Typifies the Spirit of Giving, Is Found the Whole World Over.

"Twelve the night before Christmas, and all through the house, Not a creature was stirring, not even a mouse."

Does that old Yuletide poem, written years and years ago by the Rev. Clement Scott, fail to thrill you? If it does, neighbor, you'd just as well turn up your toes. All you need to complete the job is the grave-digger!

Think back! How many Christmas Eve nights you have lain in the dark, eyes squeezed tight shut, breathless with anticipation and almost uncontrollable joy because that was the night the little old white-whiskered man whose eyes twinkled so merrily and whose girth shone so brightly and whose tiny reindeer, filled no big a space in your imagination, would come to fill your stocking.

Aye, childhood is a wonderful time and unhappy is the lot of that man or woman who does not carry some of it to the grave with him or her. Christmas is the very heart of childhood. It has all the big-eyed trust and beauty of little folks who have implicit faith in mother, father, Santa Claus and God.

And oh, the coming of Christmas morning! We were up before dawn and with a laugh and shout dashed to the mantle wherefrom hung the stocking. The check full of goodies, while around on the hearth were piled the larger toys that no stocking could hold. Latterly, with all of us, realization has not been equal to the anticipatory thrills that shock. But back in those halcyon childhood days realization lived up to its promise and the world was just about right.

And it is a wonderful old holiday, a blend of Christian Christ tale, Oriental lore, Greek mythology and Norse legends with all these sources came Santa Claus. A part of him is St. Nicholas, a part of him Haroun Al Raschid, another part Kris Kringle, and still another part of him is the old Greek and Roman gods. They make an inimitable composite thought. Santa Claus, loving little children and coming every year with his big pack of gifts!

Then there was the Christmas tree with all its glittering array of gifts and candies.

The best thing about Christmas is that it causes even the most withered and selfish hearts to grow warm and glow with good cheer and fellowship. It is a time of peace on earth and good will toward men, a time when merry ringing bells from snowy steeples fill an echoing paean in our bosoms.

One couldn't figure out a sadder fate than to be forgotten on Christmas Day.

That's why the Salvation Army, the Associated Charities and other organizations are so busy trying to see to it that not a single tiny childish heart shall know the sting of the thorn of neglect on God's birthday.

That's why the great bundles of gifts go into the county all and the house of corrections and even into the grim walls of the penitentiary.

After it is baked, powdered sugar is shaken over it. At last it is served, cut in tiny squares on account of its richness.

A fruit cake baked like a loaf of bread is one of the Christmas toys in Sweden. It is called "Yule Kake." This is a large cake heavily frosted, and rolled over like a parkerhouse roll. It contains spices, citron, raisins and nuts.

Of course, in Germany, Christmas must have its "Pefferkuchen," a tiny gingerbread cake coated with powdered sugar. "Matzpen" is a very rich cake, "Lebkuchen," honey cookies, are natural companions to the ginger cakes. Little almond cakes, made of almond paste, come in all sorts of shapes. Stars there are carrots, balls, baskets and many other fanciful designs.

A special meat dish for Christmas is a loaf made of pork, which is allowed to jelly. It is called "Sultze," and is served cold in slices with potatoes.

In England there appears the good mince pie and its great friend, the plum pudding. In Dickens' time, no longer can it be served in this manner in the United States—the plum pudding arrived on the table in state all right with burning brandy, with a twig of holly in the middle. Young roast pigs especially belongs to the holiday celebrations to commemorate the ancient boar head of historic fame.

In France more attention is paid to New Year's Eve. This is the time for the pleasant exchange of visits, calls and happy greetings. "Open house" one finds everywhere, with the serving of tea.

Twelve little cakes, "Gâteaux," accompany the tea. Tarts are among those present, with all sorts of fillings, such as almond paste and fruits—rasberries, strawberries and cherries. "Bûche" is another one of these cakes, its pastry resembling our cream puffs without the cream.

These come in all shapes and varieties, worked into pastry. Narrow strips of plain pastry are laid over the top of this, in a round pie pan.

Austrian artists in cookery make another dainty cake called "Gugelhupf," a very rich filling of fruit is worked into pastry. Narrow strips of plain pastry are laid over the top of this, in a round pie pan.

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## KNOW YOUR AUTO AND TREAT IT RIGHT

How Much Do You Really Know About the Mechanism of Your Car?

How much do you know, off-hand, about the mechanism of your automobile? Aside from knowing how to start and stop your "old bus," how much do you know about it? You may know how many miles an hour it will travel when you "step on the gas," or how many miles it will go on a gallon of gasoline, but beyond these superficial facts how much have you studied your instruction book or posted yourself on the finer points of your machine?

The Police Department of New York recently made a complete survey on this subject, and discovered that only one driver in six knew anything about the mechanics of his automobile beyond the artificial use of brakes, clutch, steering wheel and a few minor points.

But, while motoring ignorance is widespread among car owners, undoubtedly it is on the decrease. Whereas there were found only one in six car owners in New York who knew anything about the mechanics of their cars, the ratio ten years ago probably was one in twelve.

Nine times out of ten when something radically goes wrong with a new car or one that has been driven less than 12,000 miles, six know anything about the driver or owner and not with the car itself. "Know your car and treat it right" is good advice to all automobile owners.

## CHERRIES FOR HARDING

[By Associated Press.]

NEW YORK, Dec. 24.—Breaking previous records for the run between Rio Janeiro and New York, the steamship American Legion arrived today with a basket of Argentine cherries for President Harding's Christmas dinner. They were a part of the first consignment of Argentine cherries received here.

The American Legion's elapsed time from port to port was thirty-two hours and fifty-one minutes—several hours less than the normal running time.

Driving in the Winter.

A motorist wants to know how he is to tell how much water his radiator holds in measuring water and antifreeze solutions. As the amount varies in different models, it is best to obtain this information from those handling one's car. Otherwise, it is necessary for an owner to drain the cooling system to ascertain its capacity. No kerosene is not considered a safe antifreeze solution. The best solutions are plain, denatured alcohol and water or glycerine and water. Where glycerine is used, evaporation is not so high.

In Italy the day is chiefly celebrated in splendid and beautiful music.

In Germany the Christmas tree is hung up, and among other gifts are, wide those for Christ's kind. These are distributed among the poor.

And now, in closing, let us sing together that wonderful old Christmas chant:

"O! men, men, merrie gentlemen, Let nothing you dismay; For Christ the Lord, our Savior, Was born on Christmas day."

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## TO DISPLAY UNIQUE AUTO IN NEW YORK EXPOSITION

New Martin Car or "Scootamobile" Weighs Slightly Over 225 Pounds, and Is Made of Aluminum and Aluminum Alloys—Has Speed of 40 Miles Hour.

The new Martin car, or "Scootamobile," as it has been facetiously called, will be shown at the New York Automobile Show, January 7 to 14.

The car was designed by C. H. Martin, of the Martin Rocking Fifth Wheel Company, Springfield, Mass., assisted by a number of other well-known automobile engineers. The latest model weighs slightly over 225 pounds and is made of aluminum and aluminum alloys. It is said the machine will do seventy-five miles per gallon and will go forty miles an hour.

Mr. Martin states that since the announcement of the first experimental model there have been literally hundreds of applications for agencies from all parts of the world, but it was decided to appoint no agency until the time of the New York show. A large proportion of the inquiries have come from foreign countries and it is the purpose of the company to develop the foreign field.

A corporation under the name of the Martin Motor Company has been formed in Springfield, Mass., to manufacture and market the car. Charles J. Glidden, of Glidden Tour fame, is president, and Charles H. Martin is treasurer.

Mr. Glidden, who has driven an automobile in almost every country of the globe, is naturally qualified to speak with authority of the possibilities of the foreign market. He says: "Eighty-five per cent of the automobiles at present running in the world are in the United States and Canada, and approximately only 15 per cent of the civilized people of the world live in these countries. In Europe, where taxes are based on horse power and weight, where gasoline is more than double the price in the United States, and where only the very rich can now afford the luxury of an automobile, the Martin will have an enormous sale. This is indicated by the numbers of letters the company has already received from European countries."

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Merry Christmas

GRANT SPECIAL

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More dollar value than anything that runs on wheels.

Grant Special Sedan and Coupe

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These prices are good until Dec. 31st.

WINTON SIX

A Special Car for Particular People

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310-15 W. BROAD ST.—PHONE 3441 AND 3442

25,000 Pleased Customers

6 Years Satisfactorily

Serving the Auto Owners

THERE'S A REASON:

WE SELL DIRECT FROM FACTORY TO YOU.

BELL PUNCTURE-PROOF TIRES

30x3 ..... \$3.85

30x3 1/2 ..... \$4.85

Write for Catalogue or Call at Our Nearest Station.

Bell Tyre & Rubber Co., Inc.

205 N. Belvidere St., 10 N. Nineteenth St.

The Universal Motor Co., Inc.

WISHES YOU

A Merry Christmas

AND

A Prosperous New Year

H. W. Ellerson, President.

Julien H. Hill, Treasurer.

R. Leslie Brown, Secretary.

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We Wish You A Merry Xmas Wm. P. Atkinson Co. Distributors OLDSMOBILE (Fours and Eights.) All models on display for your inspection. AMERICA'S BEST AUTOMOBILE. Try it and be convinced. Phone Ran. 3373. 322 W. Broad St.

We Want to Thank Our Many Friends for Their Co-Operation and to Wish Them Every Good Thing for the Future. Dula Motor Corp'n Broad at Shafer Street

SEASON'S GREETINGS MERRY CHRISTMAS CARLISLE Tires keep COOL Easy-riding Carlisles will GET you there—on time—today and every day W. C. WELLS Distributor, 325 West Broad Street, Phone Madison 1084.